

NORTH CAROLINA MOVERS ASSOCIATION
BOARD OF DIRECTORS MEETING
September 16, 2017
Kannapolis, NC

Call to Order Time: _____

Brett Plummer

Roll Call

Pam Stanley

Minutes

April 29, 2017

Pam Stanley

Treasurer's Report

2017 Treasurer's Report

Dru Burgin

Committee Reports

By-Laws

Convention

Legal/Legislative/Insurance

Military Affairs

New Members Development/
Corporate Sponsorship

Public Affairs/Tariff Oversight

Scholarship

Seminar Training

Executive Director

Robert Farnum

Kathy Cox

Tony Harris/Matt Sharpstene/
Tripp Moore/Kathy Cox

Steve Rhodes

Rick Thornton/Josh Oliver/Jerry
Hare/Mike Mather

Todd Campbell

Robert Farnum/Matt Sharpstene

Jerry Hare/Dru Burgin

Pam Stanley

New Business

Docket T-4657 – Electronic Forms

Budget

Pam Stanley

Dru Burgin

Old Business

Moving Pads

Robert Farnum

Executive Session

Executive Director's Contract

New Members:

Moultrie Home Services

Apartment Movers of the Carolinas

Trunk Moving Company

Sasser Companies, Inc.

Brett Plummer

All My Sons Moving and Storage

All My Sons Moving & Storage of Raleigh

All My Sons of South Raleigh

All My Sons of Charlotte South

Adjourn Time _____

2017 CONVENTION

COMPANY	AMOUNT	ATTENDIN	BANQUET	KIDS	BUS	CITY	ROOM
A+ Moving	200.00	2				Fayetteville	Not Needed
A Few Good Men						Wake Foret	Yes
All American							Yes
City Transfer	200.00	2				High Point	
Coleman American	100.00	1				Midland City, AL	Yes
Coleman American	200.00	2				Columbia, SC	Yes
Covan	200.00	2				Fayetteville	Yes
Dunnagan	300.00	1	2			Wilmington	Not Needed
Gentle Giant Movers	400.00	4				Charlotte	Yes
Horne Moving	300.00	3				Goldsboro	Yes
IAM - Rick Curry	100.00	1				California	Yes
Mather Brothers	200.00	2				Garner	Yes
Movin' On Movers	200.00	2				Apex	Yes
Patterson Storage	160.00	1	1			Fayetteville	Yes
Preferred Moving	200.00	2				Hickory	Yes
Sells Service	300.00	3				Statesville	Yes
Stewart Moving	200.00	2				Fayetteville	Yes
2017 Scholarship - 4 Year			2				Yes
2017 Scholarship - 2 year			1				Yes
Pam Stanley		1					Yes
Dan Gerlach			2				Yes
Dennis Whitaker							Yes
Amanda Leimbach		1					
Jenna Weinerman							
TOTAL MEMBERS	3,260	30	8	0			
Note: Speakers, guests & banquet only are NOT included in totals							

2017 CONVENTION

SPONSOR REGISTRATIONS				BOOTH	ELEC	SPONSOR	ROOM
A M Haire	1,900.00	2		1	1	Stage Box, 1/2 Thurs	Emailed
Advantage Truck	1,600.00	1		1		Stage Box, Thursday	Yes
Aegis							Yes
Arrow Truck Sales	400.00	1		No		Financial Partner	Yes
CMS	1,925.00	1		1		1/2 Thursday Night, L	Emailed
HUB International	800.00	2		No		Friday Night Drinks	
J E Kelleher	1,200.00	1		1		Partial Friday Night	Yes
Kentucky Trailer	1,625.00	2		1	1	Saturday Breakfast	Yes
National Van Lines	1,100.00	2		1		Partial Friday Night	Yes
Relo Services							Yes
Suddath Government Services	500.00	2		No		Financial Partner	Yes
Unigroup	1,000.00	0		No		Sponsor	Not Needed
United Brokerage	2,300.00	4		1		Hospitality Suite. Log	Yes
Vanliner	1,600.00	2		1		Friday Night Cocktail	Emailed
Victory Packaging	3,300.00	7		1		Friday Night Banquet	Yes
Wells Insurance	1,600.00	2		1		Friday Breakfast	Not Needed
Wheaton Van Lines	1,200.00	1		1		Golf Tournament	Yes
TOTAL BOOTHS				11			
BOLD means we have received funds							
	22,050.00	30	8	0			
GRAND TOTAL	25,310.00	60					

EVENT	AMOUNT	COMPANY
Logo Placement on boxes on stage	200	A M Haire
		Advantage Truck
		CMS
		United Brokerage
		Wheaton
Hospitality Suite	1,000	United Brokerage
Thursday Welcoming Reception	875	A M Haire
Thursday Welcoming Reception	875	CMS
Thursday Drink Tickets	600	Advantage Truck
Friday Breakfast	800	Wells Insurance
Friday Golf Tournament	800	Wheaton
OPEN Friday Golf Beverage Cart	800	
Friday Night Cocktail Reception	800	Vanliner
Friday Night Awards Banquet	2,200	Victory
Friday Night Awards Banquet	300	National
Friday Night Awards Banquet	400	J E Kelleher
Friday Drink Tickets	600	Hub
Saturday Breakfast	800	Kentucky Trailer
Financial Partners	500	Suddath
	400	Arrow Truck
Sponsor	1000	Unigroup
Exhibitors - Booth Fees	800	A M Haire
		Advantage Truck
		CMS
		J E Kelleher
		Kentucky Trailer
		National Van
		United Brokerage
		Vanliner
		Victory Packaging
		Wells Insurance
		Wheaton
Attendees	200	Hub International
(they are sponsoring events, but don't have a booth)		

COMPANY	2011	2012	2013	2014	2015	2016	2017
	SPONSOR LEVELS 2011-2017						
ADVANTAGE TRUCK			750.00	1510.00	1200.00	1,000.00	1600.00
AEGIS	750.00				1350.00	1,400.00	
ALLIANCE RELOCATION	1000.00	1500.00	750.00	1500.00			
A M HAIRE						1,000.00	1900.00
ARPIN VAN LINES		300.00	400.00	400.00	685.00		
ARROW TRUCK SALES						800.00	400.00
ARTHUR P GALLAGHER (ROBERTS)		300.00					
BBB					800.00	500.00	
BRAXTON BURNEY	750.00						
BUNGOBOX			750.00				
CAPITAL RESTORATION					900.00		
CRAFT/THE INSURANCE CENTER		300.00					
CROWNING TOUCH				750.00			
CUSTOM MOVERS SERVICES	1750.00	1750.00	1750.00	750.00	2500.00	1,600.00	1925.00
DAYCOS	750.00	750.00			800.00		
DIRECT SYSTEMS						200.00	
DOMINION PAYROLL SERVICES		300.00					
GATEWAYS INT'L	3000.00	3000.00	3100.00	3000.00	500.00	300.00	
GRAN ALLEY		750.00					
HAROLD W WELLS	750.00	750.00	1500.00	2000.00	1550.00	1,600.00	1600.00
HUB							800.00
IINSURANCE RISK MGRS OF MO		1000.00					
INT'L ASSN OF MOVERS	1750.00	750.00					
J E KELLEHER					800.00	1,200.00	1200.00
KENTUCKY TRAILER (Volunteer)	1585.00	2000.00	1520.00	1500.00	1650.00	1,600.00	1625.00
KONTANE			300.00				
KRYOSPHERE					100.00		
LEGAL SHIELD						800.00	
LOOKCHINA	865.00	750.00	850.00	950.00	800.00		
MHC KENWORTH			1750.00	800.63			
MILBURN PRINTING	750.00	750.00	750.00	750.00	900.00	800.00	
MOVERSUIITE (COMPUSOURCE)	750.00	750.00	750.00		800.00		
NATIONAL VAN LINES						1,000.00	1100.00
NAVIS			750.00				
NISBET OIL			300.00				
NORTHAMERICAN VAN LINES		100.00	300.00		300.00	300.00	
PASHA						100.00	
RELOCATION MOVER SERVICES						300.00	
QUARLES GROUP	440.00	400.00	400.00	300.00	550.00		
STEVENS VAN LINES					800.00		
SUDDATH GOVMT SERVICES			580.00	400.00	785.00	870.00	500.00
TARGET TRUCK SALES	750.00	750.00		750.00			
TMM					570.00		
TRAK & TRACE			750.00	750.00	800.00	1,000.00	
TWO MEN			100.00				
TRANSADVANTAGE			1050.00	1050.00	1000.00	400.00	
UNIGROUP							1000.00
UNITED BROKERAGE	1500.00	1500.00	1500.00	1500.00	1800.00	1,800.00	2200.00
US1 INSURANCE	115.00						
VANLINER	1500.00	1500.00	1500.00	1750.00	1900.00	1,800.00	1600.00
VICTORY PACKAGING	2000.00	2000.00	2500.00	3250.00	3000.00	2,500.00	3100.00
WHEATON VAN LINES			850.00	750.00	400.00	300.00	1200.00
WILMINGTON BOX					1055.00		
	20755.00	21950.00	25500.00	24410.63	28295.00	23170.00	21750.00



16 September 2017

Report to the Board – Military

- Statistics through the end of Week 36 (9 September)
- Overall volume is down approximately 4%
- Week 21 (27 May) was Peak Week for volume
- Code 2 shipments ran about 5%
- Short Fuse shipments were at about 14% compared to 20% last year
- 12 Week forward outlook is “bleak”
- There were approximately 200 suspensions this summer and most were issued out of JPPSO San Antonio
- Out of 109 Military approved facilities affected by Hurricane Harvey, only 1 had significant damage.


-The responsibility for Personal Property has been transferred from SDDC to the J4 (Logistics) section of USTRANSCOM by direction of the 4 star who commands TRANSCOM. This is an outgrowth of the Deep Dive Review conducted this last spring. This move should be fairly transparent as everyone involved in the move simply now reports to a different headquarters. It does signify an increase in visibility for the process as it now reports to a 4 star versus a 2 star.

-J4-11 posted the Open Enrollment Season on FedBizOpps.gov. The enrollment season will be end on 13 October.

-TRANSCOM is communicating to Industry that it wants to review the current system with an eye to expanding both “best practices” and “Commercial practices.” No word yet on when/how this will happen (probably to be

discussed at upcoming Personal Property Forum) nor is there an indication that they are willing to pay for these practices.

Very Respectfully,



Steve Rhodes

NEW MEMBER DEVELOPMENT/

CORPORATE SPONSORSHIP

Rick Thornton, Josh Oliver, Jerry Hare & Mike Mather

September 16, 2017

	2017	2016
Associates	26	25
Branch	15	14
Regular	171	154
TOTAL	212	193

New Mover Members since the last board meeting:

Moultrie Home Services	All My Sons Moving and Storage
Apartment Movers of the Carolinas	All My Sons Moving & Storage of Raleigh
Trunk Moving Company	All My Sons of South Raleigh
Sasser Companies, Inc.	All My Sons of Charlotte South

We still have several members who have not paid their 2017 membership dues. Pam is still trying to collect. If they have not paid by the end of the month, they will be removed from the membership.

We have one new associate member since the last board meeting:

National Van Lines

PUBLIC AFFAIRS/TARIFF OVERSIGHT
September 16, 2017
Todd Campbell, Chairman

The Commission has issued 17 new certificates of exemption since the last board meeting. So far, 5 have joined the association.

The Commission has denied three certificates of exemption:

T-4626 Harvey's Moving Company, LLC

T-4642 Charlotte Veteran Mover

T-4650 T I J Movers

All three of companies had hearing before the Commission and the Commission determined they were not fit.

Kris Rajeev has been looking into ways that we could be able to charge a credit card processing fee. Unfortunately, the way he proposed for him to do it has not been approved by his legal division. However, this is something that we could bring before the Commission. It would have to be a third party pass through charge – whatever your credit card percentage is could be passed onto the shipper. Is this something the Board feels we need to do?

NCMA Board Meeting
Saturday, September 16, 2017
Charlotte, NC

Seminar Training Committee
Dru Burgin/Jerry Hare

We are planning another ELD Seminar for the convention this year at Carolina Beach. I have contacted Dennis Whitaker with Wheaton Van Lines. He will be speaking during the General Session on Saturday, October 21st, and can answer any questions you may have.

If anyone has any other training needs, please discuss them with Dru or Jerry.

Thank You,
Seminar Training Committee

EXECUTIVE DIRECTOR'S REPORT

September 16

Pam Stanley

Tariff training seminars will continue to be held on a regular basis. We are still getting very good attendance at these seminars. They continue to be the best recruiting ground for new members. We had a seminar Thursday here in Charlotte. We will be back in Raleigh for October and December. Kris and I haven't started schedule for 2017

Doing more educating our memberships on the tariff. The mailout I did about packing was very well received. I got a lot of phone calls and e-mails from members making sure that they are doing things right.

Forms are still going very well. We have had just over \$50,000 in sales last year. So far this year, we have sold over \$36,000. This is about the same pace as 2015 and 2016.

AMSA's board meeting went very well. We're working on some good educational opportunities for next year.

I'm in full blown convention mode now.

My first grandson is due in early October. I'm staying ahead of the game on convention paperwork. Hopefully, he'll be ontime or early!